



Philip Lam - QQG <philip.lam@gsa.gov>

ID.me + GSA Discussion

5 messages

(b) (6) Fri, May 8, 2020 at 4:51 PM
To: philip.lam@gsa.gov
Cc: Blake Hall (b) (6), (b) (6), Pradheep Sampath (b) (6), Pete Eskew (b) (6)

Phil,

It was great catching up with you this afternoon. I was able to brief Blake and we'd love to have a discussion with you on the three focus areas you mentioned.

Are you available next Friday 5/15 at 10:00am or 11:00am EST?
Let us know and I'll be sure to get a calendar invite out.

Looking forward to it and hope you have a great weekend!

Cheers,

--

(b) (6)
Senior Customer Success Manager, Public Sector
Mobile: (b) (6)
(b) (6)

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Veterans Get Secure Single-Sign On for Benefits: <http://go.id.me/2iKDM6j>
President's National Strategy for Trusted Identities in Cyberspace: <http://go.id.me/2hZzUKr>
Building the Trust Graph: <http://go.id.me/trust-graph>

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Philip Lam - QQG <philip.lam@gsa.gov> Fri, May 8, 2020 at 7:02 PM
To: (b) (6)
Cc: Blake Hall (b) (6), (b) (6), Pradheep Sampath (b) (6), Pete Eskew (b) (6)

Hey, unfortunately I can't do those times but my 9a and noon blocks are open...

Sent from my iPhone

On May 8, 2020, at 4:51 PM, (b) (6) wrote:

[Quoted text hidden]

(b) (6) Fri, May 8, 2020 at 7:05 PM
To: Philip Lam - QQG <philip.lam@gsa.gov>
Cc: Blake Hall (b) (6), (b) (6), (b) (6), Pete Eskew (b) (6), Pradheep Sampath (b) (6)

Phil,

Thanks for letting us know. I'm adding (b) (6) from our side so that she can help us find another time that works for Blake.

We'll get back to you soon!

Sincerely,

(b) (6)

[Quoted text hidden]

Blake Hall (b) (6) Fri, May 8, 2020 at 7:10 PM
To: (b) (6)
Cc: (b) (6), (b) (6), Pete Eskew (b) (6), Philip Lam - QQG <philip.lam@gsa.gov>, Pradheep Sampath (b) (6)

Phil!

Excited to catch up buddy. We will pick one of those two times and get back to you. Have a great weekend.

Warm Regards,
Blake

[Quoted text hidden]

--

Blake Hall

Founder & CEO

Mobile: (b) (6)

(b) (6)

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ID.me

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[Quoted text hidden]

(b) (6) Fri, May 8, 2020 at 7:34 PM
To: (b) (6)
Cc: Philip Lam - QQG <philip.lam@gsa.gov>, Blake Hall (b) (6), (b) (6), Pete Eskew (b) (6), Pradheep Sampath (b) (6)

Thank you, (b) (6)

Phil, thank you for providing your availability. Blake and the ID.me team are available on Friday, May 15 at noon.

I will send out a calendar invite with a zoom link to you.

(b) (6)

(b) (6)

Special Assistant to Blake Hall, CEO

Mobile: (b) (6)

(b) (6)



[Quoted text hidden]



John Stone - QQ2 <amos.stone@gsa.gov>

Login/ID.me - Partnership Discussion

7 messages

Philip Lam - QQG <philip.lam@gsa.gov>

Thu, Jun 4, 2020 at 12:48 PM

To: Blake Hall (b) (6)

Cc: Amos Stone <amos.stone@gsa.gov>, Michael Antiporta - QQ2 <michael.antiporta@gsa.gov>, Akhlaq Khan - QQ2 <akhlaq.khan@gsa.gov>

Blake,

I want to introduce/reintroduce you with Amos (Acting Director), Porta (Head of Product) and Akhlaq (Operations Lead) from Login.gov.

The team would like to get on a call with you regarding your proposal for ID.me to be a "white labeled IAL2 service" for login.gov.

Looking forward to the discussion and investigating what a pilot/evaluation could look like.

Cheers,
phil.

--

Phil Lam

Executive Director of Identity
Transformation Technology Services
U.S. General Services Administration

Blake Hall (b) (6)

Thu, Jun 4, 2020 at 12:50 PM

To: Philip Lam - QQG <philip.lam@gsa.gov>

Cc: Amos Stone <amos.stone@gsa.gov>, Michael Antiporta - QQ2 <michael.antiporta@gsa.gov>, Akhlaq Khan - QQ2 <akhlaq.khan@gsa.gov>, (b) (6), Pete Eskew (b) (6), Pradheep Sampath (b) (6)

Phil, thank you for the follow up.

Amos, Porta, and Akhlaq, we're looking forward to the conversation. (b) (6) will suggest a few times for us to connect. Please let us know if one of them works for you.

Warm Regards,
Blake

[Quoted text hidden]

--

Blake Hall**Founder & CEO**

Mobile: (b) (6)
(b) (6)

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(b) (6)

Fri, Jun 5, 2020 at 6:44 AM

To: Philip Lam - QQG <philip.lam@gsa.gov>

Cc: Amos Stone <amos.stone@gsa.gov>, Michael Antiporta - QQ2 <michael.antiporta@gsa.gov>, Akhlaq Khan - QQ2 <akhlaq.khan@gsa.gov>

Thank you, Blake. (Blake, Pradheep & Pete to Bcc)

Phil, the ID.me team has the following availability next week:

Monday, June 8: 11:30am-12:30pm

Wednesday, June 10: Anytime between 12:00pm-2:00pm

Thursday, June 11: Anytime between 11:00am-1:00pm

Please let me know what works best and I will send out the invite with a zoom link.

Thank you.

(b) (6)

(b) (6)

Special Assistant to Blake Hall, CEO

Mobile: (b) (6)

(b) (6)

ID.me

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[Quoted text hidden]

Philip Lam - QQG <philip.lam@gsa.gov>

Fri, Jun 5, 2020 at 6:52 AM

To: Amos Stone <amos.stone@gsa.gov>, Akhlaq Khan - QQ2 <akhlaq.khan@gsa.gov>, Michael Antiporta - QQ2 <michael.antiporta@gsa.gov>

Any of those times work for you all?

[Quoted text hidden]

Akhlaq Khan - QQ2 <akhlaq.khan@gsa.gov>

Fri, Jun 5, 2020 at 6:59 AM

To: Philip Lam - QQG <philip.lam@gsa.gov>

Cc: Amos Stone <amos.stone@gsa.gov>, Michael Antiporta - QQ2 <michael.antiporta@gsa.gov>

Monday and Thursday would work for me.

Akhlaq

[Quoted text hidden]

--

Thanks,

Akhlaq Khan

Login.gov Operations Lead

Porta Antiporta - XFBC <michael.antiporta@gsa.gov>

Mon, Jun 8, 2020 at 10:40 AM

To: (b) (6)

Cc: Philip Lam - QQG <philip.lam@gsa.gov>, Amos Stone <amos.stone@gsa.gov>, Akhlaq Khan - QQ2 <akhlaq.khan@gsa.gov>

Hi Joan,

Would we be able to set up the meeting for 12-1 ET this Thursday?

thx -porta

Porta Antiporta

[login.gov](#)

[Quoted text hidden]

(b) (6)

Mon, Jun 8, 2020 at 10:52 AM

To: Porta Antiporta - XFBC <michael.antiporta@gsa.gov>

Cc: Philip Lam - QQG <philip.lam@gsa.gov>, Amos Stone <amos.stone@gsa.gov>, Akhlaq Khan - QQ2 <akhlaq.khan@gsa.gov>

Perfect!

I will send out the calendar invite in the next few minutes.

[Quoted text hidden]

[Quoted text hidden]



Philip Lam - QQG <philip.lam@gsa.gov>

Login.gov + ID.me Follow Up

4 messages

Blake Hall (b) (6)

Wed, Jun 3, 2020 at 3:54 PM

To: Philip Lam - QQG <philip.lam@gsa.gov>

Cc: Pradheep Sampath (b) (6), (b) (6), (b) (6), Pete Eskew (b) (6), (b) (6)

Hi Phil,

I hope you've been well. We went ahead and created a prototype to walk you through what an ID.me powered identity proofing experience would look like within the Login.gov brand and IDP. We'd like to share this with you in confidence first -- no screenshots or video recording -- to see if we are aligned.

If that sounds like an acceptable approach, then please let us know and (b) (6) will suggest some dates/times for us to connect.

Warm Regards,
Blake

--

Blake Hall

Founder & CEO

Mobile: (b) (6)

(b) (6)

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Philip Lam - QQG <philip.lam@gsa.gov>

Wed, Jun 3, 2020 at 4:01 PM

To: Blake Hall (b) (6)

Cc: Pradheep Sampath (b) (6), (b) (6), (b) (6), Pete Eskew (b) (6), (b) (6)

Happy to check it out. I'm open between 11:30 - 1p and from 2-4p tomorrow. If one of those times work, schedule me.

[Quoted text hidden]

--

Phil Lam

Executive Director of Identity

Transformation Technology Services

U.S. General Services Administration

Blake Hall (b) (6)

Wed, Jun 3, 2020 at 4:01 PM

To: Philip Lam - QQG <philip.lam@gsa.gov>

Cc: Pradheep Sampath (b) (6), (b) (6), (b) (6)
(b) (6), Pete Eskew (b) (6), (b) (6)

My man. OK, (b) (6) will look to confirm a time in one of those windows. Thanks!

[Quoted text hidden]

Philip Lam - QQG <philip.lam@gsa.gov>

Wed, Jun 3, 2020 at 4:05 PM

To: Blake Hall (b) (6)
Cc: Pradheep Sampath (b) (6), (b) (6), (b) (6)
(b) (6), Pete Eskew (b) (6), (b) (6)



[Quoted text hidden]



Michael Antiporta - QQ2D <michael.antiporta@gsa.gov>

Login/ID.me - Partnership Discussion

(b) (6)

Mon, Jun 8, 2020 at 12:52 PM

To: Porta Antiporta - XFBC <michael.antiporta@gsa.gov>

Cc: Philip Lam - QQG <philip.lam@gsa.gov>, Amos Stone <amos.stone@gsa.gov>, Akhlaq Khan - QQ2 <akhlaq.khan@gsa.gov>

Perfect!

I will send out the calendar invite in the next few minutes.

(b) (6)

(b) (6)

Special Assistant to Blake Hall, CEO

Mobile: (b) (6)

(b) (6)



On Mon, Jun 8, 2020 at 1:40 PM Porta Antiporta - XFBC <michael.antiporta@gsa.gov> wrote:

Hi (b) (6),

Would we be able to set up the meeting for 12-1 ET this Thursday?

thx -porta

Porta Antiporta

login.gov

On Fri, Jun 5, 2020 at 8:45 AM (b) (6) wrote:

Thank you, Blake. (Blake, Pradheep & Pete to Bcc)

Phil, the ID.me team has the following availability next week:

Monday, June 8: 11:30am-12:30pm

Wednesday, June 10: Anytime between 12:00pm-2:00pm

Thursday, June 11: Anytime between 11:00am-1:00pm

Please let me know what works best and I will send out the invite with a zoom link.

Thank you.

(b) (6)

(b) (6)

Special Assistant to Blake Hall, CEO

Mobile: (b) (6)
(b) (6)



On Thu, Jun 4, 2020 at 3:50 PM Blake Hall (b) (6) wrote:
Phil, thank you for the follow up.

Amos, Porta, and Akhlaq, we're looking forward to the conversation. (b) (6) will suggest a few times for us to connect. Please let us know if one of them works for you.

Warm Regards,
Blake

On Thu, Jun 4, 2020 at 3:48 PM Philip Lam - QQG <philip.lam@gsa.gov> wrote:
Blake,

I want to introduce/reintroduce you with Amos (Acting Director), Porta (Head of Product) and Akhlaq (Operations Lead) from Login.gov.

The team would like to get on a call with you regarding your proposal for ID.me to be a "white labeled IAL2 service" for login.gov.

Looking forward to the discussion and investigating what a pilot/evaluation could look like.

Cheers,
phil.

--

Phil Lam
Executive Director of Identity
Transformation Technology Services
U.S. General Services Administration

--

Blake Hall
Founder & CEO

Mobile: (b) (6)
(b) (6)

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Michael Antiporta - QQ2D <michael.antiporta@gsa.gov>

id.me / login.gov follow up

Porta Antiporta - XFBC <michael.antiporta@gsa.gov>

Wed, Jun 17, 2020 at 10:49 PM

To: Pradheep Sampath (b) (6)

No worries at all. Definitely understand how hectic remote / digital identity can be; especially in times of crisis for a pandemic.

Also, I just realized I misread your phone area code. I read 310 (Los Angeles)... not 301.

Chat Tuesday!

Porta Antiporta
[login.gov](#)

On Wed, Jun 17, 2020 at 5:35 PM Pradheep Sampath (b) (6) wrote:

Hi Porta,

My apologies but a key client commitment has come up, which I now need to lead. Things are indeed hectic. So if you'll be so kind to accommodate, I'll move our discussion to Tuesday next week at 11:30am EST, hoping that still works for you.

Sorry and thanks for your understanding.

Thanks!
Pradheep

Pradheep Sampath

Chief Product Officer, ID.me

M: (b) (6)

(b) (6)

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On Wed, Jun 17, 2020 at 4:42 PM Pradheep Sampath (b) (6) wrote:

Hi Porta,

Apologies for not being clear about the time zone! I am based in the Washington DC area - so EST. I can meet at 11am EST on Friday. I'll send you a zoom invite hoping that still works for you.

Thanks!
Pradheep

Pradheep Sampath

Chief Product Officer, ID.me

M: (b) (6)
(b) (6)

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On Wed, Jun 17, 2020 at 3:18 PM Porta Antiporta - XFBC <michael.antiporta@gsa.gov> wrote:
Hi Pradheep,

Great! Are those times Eastern? I usually discuss Eastern even though I'm Chicago based, and from your phone number you're Pacific time zone?
If Eastern, I could do tomorrow or Friday?

Looking forward to it -porta

Porta Antiporta
[login.gov](#)

On Tue, Jun 16, 2020 at 8:11 PM Pradheep Sampath (b) (6) wrote:

Hi Porta,

Great to hear from you and thank you for your kind words. Sure thing, I can meet at the following times:

10:30am - 11:00am thursday this week

11:00am - 11:30am friday this week

11:30am - 12:00p tuesday next week June 23.

Please let me know which of these you prefer, and i'll send out an invite for a zoom call.

Thanks!

Pradheep

Pradheep Sampath

Chief Product Officer, ID.me

M: (b) (6)

(b) (6)

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On Tue, Jun 16, 2020 at 10:18 AM Porta Antiporta - XFBC <michael.antiporta@gsa.gov> wrote:

Hi Pradheep,

Great meeting you last week. Very impressed with the capabilities that [id.me](#) has.

Wondering if you had some time to meet to discuss this partnership with a view of where our products are headed?

I'm off today and tomorrow is pretty packed. But if you have availability Thursday morning, Friday or early next week?

thx -porta

Porta Antiporta
Head of Product
login.gov

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Philip Lam - QQG <philip.lam@gsa.gov>

Pricing Inquiry

5 messages

Blake Hall (b) (6)

Sun, Oct 18, 2020 at 9:22 PM

To: Philip Lam - QQG <philip.lam@gsa.gov>

Hey Phil, hope you're having a good weekend buddy. Amos Stone sent one of our resellers a pricing inquiry. Are you all considering the path we had discussed during our previous conversation? Can you provide more context for what drove the request?

Thanks buddy.

Warm Regards,
Blake

--

Blake Hall

Founder & CEO

Mobile: (b) (6)

(b) (6)

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Philip Lam - QQG <philip.lam@gsa.gov>

Mon, Oct 19, 2020 at 8:04 AM

To: Blake Hall (b) (6)

Blake! Long time. Yes, we should chat. I am pushing towards "re-thinking" how we are doing IAL2 in a more cost effective way for the government and am looking for alternatives in an official capacity.

The RFI is the first step in releasing an RFP/RFQ for identity verification services. Would love for ID.me to respond with the capabilities you are willing/able to provide to help us solve this citizen facing problem.

[Quoted text hidden]

--

Phil Lam

Executive Director of Identity

Technology Transformation Services

U.S. General Services Administration

Blake Hall (b) (6)

Mon, Oct 19, 2020 at 3:38 PM

To: Philip Lam - QQG <philip.lam@gsa.gov>

Hey Phil! Love it. Can you talk tomorrow morning between 9:30 - 10:30 or between Noon and 1 PM? I'll be driving so those windows would work great if you're willing to keep me company for a bit. Excited to talk about this and Kantara/TFS

too. Let me know what works best for you and I'll send out an invite.

[Quoted text hidden]

Philip Lam - QQG <philip.lam@gsa.gov>

Mon, Oct 19, 2020 at 3:41 PM

To: Blake Hall (b) (6)

9:30 to 10 is open for me. Looking forward to it!

[Quoted text hidden]

Blake Hall (b) (6)

Mon, Oct 19, 2020 at 3:45 PM

To: Philip Lam - QQG <philip.lam@gsa.gov>

Great! Just sent you an invite. Talk soon buddy.

[Quoted text hidden]